

Message Text

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PAGE 01 STATE 191375
ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 XMB-02 /021 R

DRAFTED BY COM/BIC/OED/MEPD/WHAIMES/CF

APPROVED BY EB/OCA/CD:WERAU

COM/BIC/OED/MEPD/JN RANDOLPH, JR

COM/BIC/OED/MEPD/JRHEAGEN, DEP DIR

COM/BIC/OED/MEPD/JN RANDOLPH JR

EXIM/LGUADAGNOLI (INFO)

AF/EPS//LMWHITE (INFO)

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P R 121855Z AUG 77

FM SECSTATE WASHDC

TO AMEMBASSY YAOUNDE PRIORITY

INFO AMCONSUL DOUALA

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E.O. 11652: N/A

TAGS: BENC, CM

SUBJECT: MAJOR PROJECT: NATIONAL OIL REFINERY

REF: YAOUNDE 3400

1. COMMERCE/MEPD CONTACTED U.S. OFFICES OF COMPANIES
LISTED REFTEL. FOLLOWING RESPONSES RECEIVED TO
"CORPORATE CITIZENSHIP" QUESTION:

A) STONE AND WEBSTER IS U.S. FIRM AND IS PURSUING
PROJECT FROM U.S. HOME OFFICE; HOWEVER, COMPANY COULD
SOURCE WORK FROM U.S. OR ANY OF SEVERAL OVERSEAS
SUBSIDIARIES, DEPENDING ON FINANCING ARRANGEMENTS.

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B) PROCO-FRANCE IS INCORPORATED IN FRANCE. PROCON
ADVISES COMPANY INTENDS AT THIS POINT TO PURSUE PROJECT
AS PROCO-FRANCE.

C) FOSTER WHEELER FRANCAISE, INCORPORATED IN FRANCE, IS
WHOLLY-OWNED SUBSIDIARY OF FOSTER WHEELER. F-W
FRANCAISE HAS BEEN ENTIRELY RESPONSIBLE FOR PURSUING

PROJECT.

D) PULLMAN-KELLOGG FRANCE, INCORPORATED IN FRANCE, IS WHOLLY OWNED SUBSIDIARY OF PULLMAN-KELLOGG. PULLMAN-KELLOGG ADVISES IT HAS BEEN PURSUING PROJECT THROUGH P-K FRANCE BECAUSE OF FRENCH LANGUAGE AND LIKELIHOOD OF FRENCH FINANCING; HOWEVER, COMPANY COULD SOURCE PROJECT FROM BRITAIN, HOLLAND, OR U.S., DEPENDING UPON FINANCING ARRANGEMENTS.

E) CE-LUMMUS CO. HAS BEEN PURSUING PROJECT BOTH FROM U.S. HOME OFFICE AND FRENCH SUBSIDIARY. COMPANY WISHES TO BE PREQUALIFIED AS CE-LUMMUS CO. WORLDWIDE. COMPANY COULD DO JOB FROM FRANCE, U.K., U.S., GERMANY OR CANADA, DEPENDING ON FINANCING AND SONARA REQUIREMENTS.

F) MCKEE OVERSEAS AS WELL AS ITS PARENT ARTHUR G. MCKEE AND CO. (COMPANY PREFERS SECOND LISTING) ARE U.S. FIRMS; HOWEVER, COMPANY CAN SOURCE WORK FROM ANY OF SEVERAL SUBSIDIARIES DEPENDING ON "WHICHEVER WILL GET US THE JOB" AND ON FINANCING AVAILABILITY. MCKEE HAS BEEN PURSUING PROJECT THROUGH CTB ENGINEERS (MR. BUNNETTA) WHICH IS INCORPORATED IN BELGIUM AND IS PARTLY OWNED BY MCKEE U.S.

G) BADGER, LTD., INCORPORATED IN UNITED KINGDOM, IS LIMITED OFFICIAL USE

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WHOLLY-OWNED SUBSIDIARY OF BADGER U.S. BADGER, LTD. HAS BEEN PURSUING PROJECT ALTHOUGH COMPANY COULD SOURCE WORK FROM U.S. IF THIS WOULD BE MORE LIKELY TO GET THEM THE JOB.

H) KOPPERS CO. IS U.S. FIRM. HOWEVER, WE ARE PUZZLED BY INCLUSION OF KOPPERS ON LIST (AS IS KOPPERS'S ENGINEERING/CONSTRUCTION DIVISION), SINCE COMPANY DOES NOT USUALLY UNDERTAKE PRIME CONTRACT ON OIL REFINERIES. PLEASE CLARIFY NAME OF INDIVIDUAL AND OFFICE OF KOPPERS THAT HAS BEEN IN CONTACT WITH LIBOCK.

I) AS EMBASSY WILL RECALL, OTHER U.S. FIRMS WHICH HAVE EXPRESSED INTEREST ARE LITWIN CORP. AND HRI ENGINEERING (DIVISION OF DYNALECTRON).

2. AS EMBASSY AWARE, ALL COMPANIES LISTED ABOVE ARE MULTINATIONAL CORPORATIONS. REITERATE THAT FIRMS WOULD MAKE DECISION ON SOURCING BASED ON AVAILABILITY AND LIMITATIONS (I.E. TYING RESTRICTIONS OF GOVT.

EXPORT CREDIT INSTITUTIONS) OF FINANCING, CLIENT

PREFERENCE, AND WORKLOAD OR CORPORATE TERRITORIAL AGREEMENTS. GENERAL PROCEDURE FOR PROJECT OF THIS TYPE OPEN TO INTERNATIONAL COMPETITION IS TO REQUIRE COMPANIES TO SPECIFY SOURCING IN BIDS SINCE COMPANY BID PACKAGES USUALLY MUST BE SUPPORTED BY FINANCING PROPOSALS. IF CLIENT ARRANGES FINANCING, THE NATURE OF FINANCING AND TYING RESTRICTIONS WOULD BE MADE KNOWN TO BIDDERS PRIOR TO PREPARATION OF BIDS AND ALL BIDDERS WOULD BE GIVEN FAIR CHANCE TO MEET SOURCING REQUIREMENTS.

3. SUGGEST EMBASSY ASCERTAIN MORE SPECIFIC REASON FOR LIBOCK INQUIRY AND AVOID, IF POSSIBLE, SUPPLYING LIMITED OFFICIAL USE

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ANY WRITTEN CONFIRMATION OF COMPANIES' INTENTIONS REGARDING PROJECT SOURCING. IF FINANCING IS ALREADY ARRANGED TIED TO FRENCH OR OTHER EUROPEAN PROCUREMENT, ALL COMPANIES LISTED ABOVE WOULD WANT TO KNOW IN ADVANCE AND TO QUALIFY AS SUCH. SAME WOULD BE TRUE IF PRIMARY DECISIONMAKERS OF SONARA, GURC, OR OTHER KEY ENTITIES (SUCH AS TOTAL) WERE INCLINED TO GIVE PREFERENCE TO BIDDERS OF CERTAIN NATIONALITIES. SONARA MIGHT, HOWEVER, BE ATTEMPTING TO ASSURE IMPARTIALITY AND TO PREPARE SHORT LIST OF FIRMS REPRESENTING SEVERAL NATIONS. IF SO, EMBASSY SHOULD USE INFO ABOVE AT ITS DISCRETION. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 12-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE191375
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/WHAIMES/CF
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770291-0878
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From: STATE
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1977/newtext/t19770866/aaaacdnl.tel
Line Count: 149
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: ef3b755b-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 YAOUNDE 3400
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 03-Dec-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1613622
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: NATIONAL OIL REFINERY
TAGS: BENC, CM
To: YAOUNDE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/ef3b755b-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009